

## Message Text

UNCLASSIFIED

PAGE 01 AUCKLA 00035 210423Z  
ACTION EA-09

INFO OCT-01 ISO-00 EB-07 /017 W  
-----210424Z 122939 /66

P 210330Z JAN 77  
FM AMCONSUL AUCKLAND  
TO USDOC WASHDC PRIORITY  
INFO AMEMBASSY WELLINGTON PRIORITY  
SECSTATE WASHDC PRIORITY 735

UNCLAS AUCKLAND 0035

E.O. 11652 NA  
TAGS: BFOL NZ  
SUBJ: TRADE INQUIRY - JOHN BURNS ENGINEERING LIMITED, AUCKLAND

BRIAN STEEL, SALES ADMINISTRATOR, JOHN BURNS ENGINEERING LIMITED, P.O. BOX 1445, AUCKLAND, PHONE: 573-032, TELEX: NZ 2481 IS TODAY TELEXING COOPER INDUSTRIES INC., 2 HOUSTON CENTER, HOUSTON, TEXAS 77002, TELEX: 775525, FOR INFORMATION FROM THE AMERICAN COMPANY'S COOPER BESSEMER DIVISION.

THIS CONTACT MAY LEAD TO SUBSTANTIAL BUSINESS INVOLVING THE MULTO-MILLION DOLLAR MAUI PIPE LINE PROJECT IN NEW ZEALAND, WHICH IS PART OF THE DEVELOPMENT OF THE VERY SUBSTANTIAL MAUI NATURAL GAS FIELD IN THIS COUNTRY.

JOHN BURNS ENGINEERING WILL BE TELEXING AN INQUIRY FOR TURBINE POWERED LIQUID PETROLEUM GAS BOOSTERS FOR AN INITIAL PIPE LINE STATION OF FIVE BOOSTERS. WITH THE TELEX, BRIEF TECHNICAL DETAILS WILL BE SUPPLIED AND THE AMERICAN COMPANY WILL BE REQUESTED FOR AN URGENT ANSWER OF YES OR NO AS TO THEIR ABILITY TO SUPPLY. THE NEW ZEALAND COMPANY HAS TO PROVIDE THE NEW ZEALAND GOVERNMENT MINISTRY OF WORKS AND DEVELOPMENT WITH INFORMATION BY FEBRUARY 1 AS TO WHETHER OR NOT THEY WOULD BE IN A POSITION TO RESPOND TO INVITED TENDERS. THE NEW ZEALAND COMPANY HAS BEEN REFERRED TO COOPER BESSEMER BY GEC ENGLAND.  
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TO ASSIST IN THE CONTACT, AT ITS DISCRETION, WOULD COMMERCE ADVISE A SENIOR EXECUTIVE OF COOPER INDUSTRIES OF THE INQUIRY WHICH THEY WILL RECEIVE DIRECT BY TELEX FROM JOHN BURNS ENGINEERING AND PLEASE ADVISE THE CONSULATE GENERAL OF THE EXECUTIVE'S NAME AND WHETHER THE AMERICAN COMPANY WILL BE RECEPTIVE TO THE NEW ZEALAND INQUIRY.

IF SUCCESSFUL THIS CONTACT COULD LEAD TO TENDERS FOR TWO ADDITIONAL STATIONS IN THE MAUI PIPE LINE CONSISTING OF FOUR BOOSTERS EACH.

JOHN BURNS ENGINEERING IS AN OLD, ESTABLISHED AND SUBSTANTIAL NEW ZEALAND COMPANY AND IS AN EXCELLENT CONTACT.  
WILLIAMS

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## Message Attributes

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**Subject:** TRADE INQUIRY - JOHN BURNS ENGINEERING LIMITED, AUCKLAND BRIAN STEEL, SALES ADMINISTRATOR, JOHN BURNS ENGINEERING LIMITED, P.O. BOX 1445, AUCKLAND, PHONE: 573-032  
**TAGS:** BFOL, NZ, JOHN BURNS ENGINEERING LIMITED  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009